**AGRICULTURE BUSINESS DEVELOPMENT REPRESENTATIVE**

**Hawkins, Inc.** Water Treatment Group has a team focused on the Agricultural livestock and poultry market to help provide safe, clean water to protect growers’ investment and maximize return.  Contaminated or poor-quality water is dangerous and can spread disease; clean water leads to healthier birds, swine, and cows who drink more and are less vulnerable to disease.

**ABOUT THE JOB**

We are looking for an individual to join the Hawkins Water Treatment Group as an **Agriculture Business Development Representative**.  This individual will be responsible for installation and maintenance of water treatment chemical feed systems for livestock and poultry growers, sales of chemical products and equipment, and service of the systems.  This individual will support existing accounts, grow new accounts, and support the regional WTG branches with technical support for Ag sales, product knowledge, and industry expertise.

**Responsibilities**

* Support water treatment chemical sales efforts for the Agricultural market, including technical sales and service for existing accounts, following up on sales leads with prospective accounts, working with WTG branches to support sales and grow profitable sales.
* Work closely with current and prospective Ag customers to understand business needs and recommend product and technical improvements and innovations.
* Install, service, and repair customer equipment and provide ongoing preventive equipment and process maintenance at customer sites.
* Establish and maintain productive, professional relationships with new and existing customers, and internal customer support and sales teams.
* Pursue new business development opportunities for sales growth, maintain and establish valuable industry contacts, and keep management informed of competitive developments in the territory.

**ABOUT YOU**

* Knowledge of the Agricultural Water Treatment industry, including poultry, swine, and bovine growing and production methods is preferred.
* Some background with plumbing helpful.
* Ability to identify appropriate sales opportunities and key personnel within accounts
* Ability to professionally and positively present information about Hawkins products and services
* Strong computer skills and strong math skills including ability to perform calculations to determine flow rates, etc.
* Excellent customer service skills with strong written and verbal communication skills
* Enthusiastic, ambitious, self-motivated and hard-working individual with ability to work independently and with teams
* Good problem-solving skills
* Excellent organization and time management skills
* Available to regularly work a schedule that consists of 10-12-hour days and requires 8-12 nights per month of overnight travel
* Strong negotiation skills
* Effective organizational and follow-through skills required
* Ability to deal diplomatically and communicate effectively with internal and external customers
* Must have good driving record that meets company expectations and be able to pass drug and background screening

**Click on the following link to learn more and apply:** <https://recruiting.ultipro.com/HAW1003HAWK/JobBoard/0e422649-c0e9-4ebe-b9a0-a4e1754f803a/Opportunity/OpportunityDetail?opportunityId=9f6cf98f-8aac-4ac4-8ddf-ae9672ef117d&sourceId=be3b47fd-50ef-4a32-bfa4-41ad71139029>